

Annuity Industry Estimates

(Dollars in billions)

	Q2 2017	Q2 2018	Pct Chg Q2/Q2	YTD 2017	YTD 2018	Pct Chg 2018/2017
Variable						
Separate accounts	19.6	20.3	4%	38.7	40.0	3%
Fixed accounts	5.7	5.5	-4%	11.5	10.4	-10%
Total Variable	25.3	25.8	2%	50.2	50.4	0%
Fixed						
Fixed-rate deferred	9.3	11.4	23%	19.4	20.1	4%
Book value	5.8	7.2	24%	11.7	12.6	8%
Market value adjusted	3.5	4.2	20%	7.7	7.5	-3%
Indexed	15.0	17.6	17%	28.1	32.1	14%
Fixed deferred	24.3	29.0	19%	47.5	52.2	10%
Deferred income	0.60	0.58	-4%	1.1	1.1	-5%
Fixed immediate	2.2	2.5	14%	4.2	4.6	10%
Structured settlements	1.5	1.6	10%	2.8	3.0	7%
Total Fixed	28.6	33.7	18%	55.6	60.9	9%
Total	53.9	59.5	10%	105.8	111.3	5%

Industry estimates reported for the second quarter 2018 based upon data from 62 companies, representing 95 percent of total sales.

Source: LIMRA Secure Retirement Institute, U.S. Individual Annuity Sales Survey (2018, 2nd quarter)

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